

Welcome to Leesburg!

Leesburg has it all! A smart and talented workforce, an authentic sense of place and an inspiring, progressive community are what move Leesburg, Virginia forward. When you locate your business in Loudoun County's largest town and county seat you will find a real hometown of the 21st century.

Close to 50% of our population has a bachelor's degree or higher, 40% of us are between the ages of 20 and 44, are highly diversified and live in households with an average household income of \$114,349. Within the Town limits there are nearly 15,000 households and a population of approximately 46,000.

Leesburg's sense of place is unmatched. You will often meet your friends and neighbors in any one of the distinguished restaurants or shops and find people you know gathering for live music throughout the Town. Additionally, your family will appreciate Leesburg's abundant and well-equipped parks and trails.

Located just 20 minutes from Dulles International Airport and near what will soon be the terminus of the Metro Silver Line, Leesburg is nestled in the foothills of the Blue Ridge Mountains and ideally located between the urban east and the rural west, at the heart of dining, arts and DC's Wine Country. The Leesburg Executive Airport offers first class general aviation services.

Your Economic Development team is the 'Start here' in business development and works hard for you every day. We're available to assist you with; location assistance, workforce resources, business connections and marketplace information because we know that your business success is a 'win' for the community.

Welcome to Leesburg, Hometown of the 21st Century!

Sincerely,

Marantha D. Edwards, CSM
Director Economic Development
medwards@leesburgva.gov

703.737.7019

www.leesburgva.gov/business

www.facebook.com/leesburgEDC



Demographic Snapshot

	Town of Leesburg	Loudoun County
Population & Households		
• Population (Jul 2013 Census Bureau Estimate)	47,673	349,679
• Population (Apr 2014 Loudoun County Estimate)	43,996	351,611
• Households (Apr 2014 Loudoun County Estimate)	14,894	117,117
• Average Household Size	3.08	3.08
Income		
• Average Household	\$118,218	\$149,631
• Median Household	\$104,203	\$131,775
• Per Capita	\$38,422	\$45,608
Racial & Ethnic Distribution		
• White, Not Hispanic	60.3%	60.5%
• Hispanic (Any Race)	20.6%	12.9%
• Black, Not Hispanic	7.8%	7.2%
• Asian	8.1%	15.6%
• Other, including Two or More Races	3.2%	3.8%
Foreign Born Population		
• Foreign Born	23.1%	22.8%
• Speak 2 or More Languages Proficiently	16.6%	19.6%
Age Distribution		
• 19 and under	30.2%	32.2%
• 20 - 44	37.3%	35.7%
• 45 - 64	26.1%	24.8%
• 65 and older	6.4%	7.3%
• Median Age	33.8	35.1
Educational Attainment (age 25 & over)		
• High School Graduate or higher	89.3%	93.7%
• Bachelor's Degree or higher	47.8%	56.6%
• Graduate or Professional Degree	17.4%	22.4%

Sources: Loudoun County Department of Planning & Zoning, U.S. Census Bureau (2011-2013 ACS)

Data may not sum to 100% due to rounding.

Updated: December 2014

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Household Statistics

	Town of Leesburg	Loudoun County
Population & Households		
• Population (2014 Estimate)	43,996	351,611
• Households (2014 Estimate)	14,894	117,117
Types of Households		
• Families	74.0%	77.5%
• Families With Children Under 18	43.6%	46.9%
• Single Person Households	18.2%	17.5%
• Other	7.8%	5.0%
• Average Household Size	3.08	3.08
• Average Family Size	3.55	3.49
Income		
• Median Household	\$104,203	\$131,775
• Median Family	\$118,218	\$149,631
• Per Capita	\$38,422	\$45,608
Housing Tenure		
• Owner-Occupied	66.2%	76.6%
• Renter-Occupied	33.8%	23.4%
Labor Force Participation (16 and older)		
• Total Population	77.2%	76.0%
• Men	85.9%	84.7%
• Women	68.6%	67.7%
• All Parents in Household		
• Families with Children Under 6	58.3%	62.0%
• Families with Children 6 to 17	71.7%	70.5%

Sources: Loudoun County Department of Planning & Zoning
U.S. Census Bureau, 2011-2013 American Community Survey

Data may not sum to 100% due to rounding.

Updated: December 2014

Commuting Patterns

Workers in Leesburg

Commute From

• Leesburg	15.7%
• Elsewhere in Loudoun County	31.8%
• Elsewhere in Northern Virginia	19.9%
• Northern Shenandoah Valley	7.0%
• Maryland	7.2%
• West Virginia	6.2%
• All Other Locations	12.1%

Leesburg Residents

Commute To

• Leesburg	11.9%
• Elsewhere in Loudoun County	24.9%
• Elsewhere in Northern Virginia	38.9%
• Maryland	6.2%
• Washington DC	4.0%
• Northern Shenandoah Valley	1.2%
• West Virginia	0.5%
• All Other Locations	12.4%

Means of Transportation to Work

• Drove Alone	74.1%
• Carpooled	9.7%
• Public Transit	5.9%
• Other Transportation	4.3%
• Worked at Home	6.1%

Average Commute (Minutes)	31.2
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Source: U.S. Census Bureau, 2011 LED (Primary Jobs) and 2010-2012 ACS

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Labor Market Statistics

Labor Force & Unemployment

April 2014	Loudoun County	Annual Change	Northern Virginia*	Annual Change
Civilian Labor Force	196,788	+2.2%	1,578,823	+1.9%
Unemployment Rate	3.8%	0%	3.8%	0%

*Virginia portion of Washington DC MSA

Local At-Place Employment & Wages

4 th Quarter 2013	Loudoun County	Annual Change	Northern Virginia*	Annual Change
# of Employers	10,114	+0.5%	81,453	-0.5%
Local Employment	148,378	+3.0%	1,303,687	+0.4%
Average Weekly Wages	\$1,190	+1.6%	\$1,350	+8.5%

*Virginia portion of the Washington DC MSA

Educational Attainment (Age 25 & Older)**

	Town of Leesburg	Loudoun County	Washington DC MSA
High School Graduate or higher	87.0%	93.6%	90.0%
Bachelor's Degree or higher	47.6%	57.0%	47.6%
Graduate or Professional Degree	17.6%	22.9%	22.8%

**2010-2012 American Community Survey

Sources: U.S. Census Bureau; Virginia Employment Commission

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Major Employers, 2014

Private Employers, 500 to 1,000 employees:

Company	Sector
Loudoun Medical Group	Healthcare
Wegmans	Retail

Private Employers, 100 to 250 employees:

Company	Sector
Best Buy	Retail
Costco	Retail
Giant Food (two locations)	Retail
Hogan & Sons	Automotive Repair
Home Depot	Retail
Host Marriott Services	Food Service
K2M	Research & Development
Kohl's	Retail
Loudoun Long Term Care	Healthcare
Rehau	Research & Development
RxAlly	Pharmaceutical Services
Southern Electric	Construction
Target	Retail
Walmart	Retail

Public Employers:

Company	# of Employees
Loudoun County	2,000 – 2,500
Loudoun County Public Schools	1,500 – 2,000
Federal Aviation Administration	500 – 1,000
Town of Leesburg	250 – 500
Commonwealth of Virginia	100 – 250
U.S. Postal Service	100 – 250

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Leesburg 

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Office Market

July 2014

Office Properties by Class	# of Buildings	Square Footage
• Class A	16	551,338
• Class B	57	881,640
• Class C/Mixed Use	174	687,094
• Flex	9	288,551
Total	250	2,408,673
Office Properties by Location		
• Historic Downtown (Mixed Use)	198	875,000
• Inside Bypass	36	654,000
• Outside Bypass, East	17	578,000
• Airport	4	302,000
Vacancy Rates		
• Class A		22.3%
• Class B		15.4 %
• Class C/Mixed Use		2.5%
• Flex		17.2%
Available Lease Spaces	# of Spaces*	Total Square Feet
• Class A	47	168,979
• Class B	84	94,201
• Class C/Mixed Use	11	21,076
• Flex	12	60,350
*some spaces can be divided		
Lease Space Size Ranges	Smallest	Largest
• Class A	904	25,500
• Class B	81	22,000
• Class C/Mixed Use	740	2,900
• Flex	2,000	18,614
Lease Rate Ranges*	Low	High
• Class A (full service)	\$23.00	\$30.00
• Class B (full service)	\$9.50	\$28.00
• Class C (triple net)	\$8.00	\$20.00
• Flex (triple net)	\$10.00	\$12.00

*Direct Rent

Sources: CoStar; Loudoun County Land Management Information System

Information does not include office spaces offered in shared or "Executive Suite" arrangements.

Retail Market: Shopping Centers

	# of Properties	Square Footage
Shopping Centers by Class		
• Convenience Center	12	193,000
• Neighborhood Center	6	745,000
• Community Center	3	675,000
• Lifestyle Center	1	553,000
• Regional Center	2	586,000
• Super Regional Center	1	494,000
Total	25	3,246,550
Shopping Centers by Location*		
• Downtown	3	80,548
• Inside Bypass	14	768,994
• Outside Bypass	8	2,397,008
Shopping Centers by Year Built		
• 2000 to Present	7	1,324,000
• 1980-1999	14	1,769,000
• Prior to 1980	3	153,000
Vacancy Rate (June 2014)		
		4.9%
Direct Lease Rate (Triple Net) Range**		
• Low		\$12.00
• High		\$32.50
Available Spaces (including Sublet)		
• Number of Spaces		52
• Total Square Feet Vacant		159,494
• Largest Space		18,979
• Smallest Space		800

*This information does not include retail spaces in mixed-used buildings in the Historic Downtown.

**Many centers withhold their lease rates.

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Housing Market

Housing Units by Type

• Single Family Home	6,703
• Townhomes/Duplexes	4,184
• Multifamily	4,507

Total	15,394
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2013 Average Sales Price*

• Condo – New	(no sales)
• Condo – Resale	\$176,750
• Townhome – New	\$392,317
• Townhome – Resale	\$312,255
• Single Family Home – New	\$684,989
• Single Family Home – Resale	\$459,909

• Number of Units Sold:

• New	105
• Resale	838

Apartments*

• Number of Complexes	9
• Total Units	1,772
• Vacancy Rate (June 2013)	3.7%
• Average Starting Monthly Rental Rates:	
• 2 bed, 2 bath	\$1,488
• 1 bed, 1 bath	\$1,237

*Market rate only

Sources: Town of Leesburg Executive Department
Loudoun County Land Management Information System

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Commercial Real Estate Brokers

Brown-Carrera Realty LLC

11 Loudoun Street SE, Leesburg VA 20175
703-777-0007 • www.browncarrera.com

- Sales & leasing
- Property management

Carter Braxton Preferred Properties

11 Loudoun Street SW, Leesburg VA 20175
703-777-7772 • www.carterbraxtonproperties.com

- Leasing
- Investment properties
- Commercial

Cassidy Turley

6903 Rockledge Drive, Suite 900, Bethesda, MD 20817
301-424-2100 www.cassidyturley.com

- Leasing
- Sales
- Tenant Representation
- Property Management

Clark Realty Capital, LLC

4401 Wilson Boulevard, Suite 600, Arlington, VA 22203
703-294-4540 • www.clarkrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Devine Commercial

1 Loudoun Street SW, Leesburg VA 20175
703-771-1918 • www.devinecommercial.com

- Sales & leasing
- Investor, landlord & tenant representation

Federal Realty

1626 E. Jefferson Street, Rockville, MD 20852
301-998-8100 • www.federalrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Landmark Commercial Real Estate

1856 Old Reston Avenue, Suite 301, Reston, VA 20190
703-437-1440 • www.landmarkcre.com

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

Landmark Group Commercial

30 Catocin Circle, Suite F, Leesburg VA 20175
703-861-1451

- Sales & leasing
- Investor, landlord & tenant representation

Lansdowne Real Estate Company

19415 Deerfield Ave, Ste 301, Lansdowne VA 20176
703-858-9133 • www.lansdownerealestateco.com

- Sales & leasing
- Investor, landlord & tenant representation

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Morrissey Commercial

308 Gaines Ct SW, Leesburg VA 20175
703-431-1340 • www.morrisseycre.com

- Sales & leasing
- Investor, landlord & tenant representation

NAI/KLNB

8027 Leesburg Pike, Suite 300, Vienna, VA 22182
571-382-2061 • <http://naiklnb.com/broker/kevin-j-goeller/>

- Sales & leasing, Land development
- Investor, landlord & tenant representation

Next Realty

1750 Old Meadow Road, Suite 250, McLean, VA 22102
703-442-4500 • www.nextrealty.com

- Sales & leasing
- Investor, landlord & tenant representation

Paladin Real Estate

201F Royal Street SE, Leesburg, VA 20175
703-777-8123 • www.palre.com

- Sales & leasing
- Investor, landlord & tenant representation

Pangle & Associates

109 South King Street, Leesburg, VA 20175
703-930-4872 • www.pangleandassociates.com

- Sales & leasing
- Investor, landlord & tenant representation

Tetra Partners

11450 Baron Cameron Boulevard, Reston, VA 20190
703-796-1800 • www.tetrapartners.com

- Sales & leasing
- Investor, landlord & tenant representation

Uniwest Group

8191 Strawberry Lane, Falls Church, VA 22042
703-442-4500 • www.uniwestgroup.com

- Sales & leasing
- Investor, landlord & tenant representation

Vaaler Real Estate

209 Church Street SE, Leesburg VA 20175
703-771-1162 • www.vaaler.us

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

Verity Commercial, LLC

11490 Commerce Park Drive, #500, Reston, VA 20170
703-435-4007 • www.veritycommercial.com

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

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Town of Leesburg Economic Development
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Commercial Lenders

Access National Bank

300 Fort Evans Road NE, Suite 103 Leesburg VA 20175
703.871.2100 • www.accessnationalbank.com

Ted Lauer, Senior Vice President & SBA Department Manager
703.871.2104 • tlauer@accessnationalbank.com

Thomas Ciolkosz, Vice President & Business Relationship Manager
703.871.1045 • tciolkosz@accessnationalbank.com

Bank of America

505 E. Market Street, Leesburg VA 20176
703-771-3850

554 Fort Evans Road NE, Leesburg VA 20176
• www.bankofamerica.com 703.737.7795 •

Jeff Austinson, Branch Manager – Market Street
703.771.3850 • jeffery.austinson@bankofamerica.com

Spencer Orme, Branch Manager – Fort Evans Road
703.737.7795 • spencer.orme@bankofamerica.com

BB&T Bank

101 Catoctin Circle SE, Leesburg VA 20175
703.771.7204 • www.bbandt.com

Channing Jones, Vice President & Small Business Advisor
703.771.7717 • channing.jones@bbandt.com

Faye McKimmey, Branch Manager
703.771.7717 • faye.mckimmey@bbandt.com

Cardinal Bank

20 Catoctin Circle SE, Leesburg VA 20175
703.771.3353 • www.cardinalbank.com

Dianne Capilongo, Vice President & Leesburg Office Manager
703.771.3353 • dianne.capilongo@cardinalbank.com

Eileen Kennedy, Senior Vice President, Commercial Lender
571.328.0230 • eileen.kennedy@cardinalbank.com

Capital One Bank

401 East Market Street, Leesburg VA 20176
703.669.3070 • www.capitalone.com

607 Potomac Station Drive NE, Leesburg VA 20176
703.669.2203 • www.capitalone.com

Scott Loftis, Commercial Lender
571.419.4578 • scott.loftis@capitalone.com

Citibank

540 E Market Street Leesburg VA 20176
703.779.7056 • www.citicbank.com

Patti Von Bokern, Branch Manager
703.779.7056 • patti.vonbokern@citi.com

First Citizens Bank

40 Catoctin Circle NE, Leesburg VA 20176
703.669.9884 • www.firstcitizens.com

Michael Harrison, Senior Vice President, Manager of Business Banking
703.669.9896 • Michael.harrison@firstcitizens.com

Kevin Brown, Vice President, Commercial Banker
703.669.9893 • Kevin.brown@firstcitizens.com

John Marshall Bank

842 South King Street, Leesburg VA 20175
703.779.4811 • www.johnmarshallbank.com

Paul Bice, Market Regional President
703.779.4811 • pbice@johnmarshallbank.com

Jim Bowman, Senior Vice President
703.779.4811 • jb Bowman@johnmarshallbank.com

Tony Twininger, Vice President
703.779.4811 • Twininger@johnmarshallbank.com

M&T Bank

526 E Market Street, Leesburg VA 20176
703.777.7080 • www.mtb.com

Luke Coates, Branch Manager
703.777.7080 • wcoates@mtb.com

Middleburg Bank

106 Catoctin Circle SE, Leesburg VA 20175
703.777.6327 • www.middleburgbank.com

538 Fort Evans Road NE, Leesburg VA 20176
703.777.6327 • www.middleburgbank.com

Kitty Kearns, Chief Credit Officer
703.777.6327 • kkearns@middleburgbank.com

Jim Maki, Vice President, Senior Vice-President, Commercial Relationship Manager
703.443.1318 • jmaki@middleburgbank.com

Cheryl Cook, Assistant Vice-President, Small Business Administration Analyst
703.737.3460 • ccook@middleburgbank.com

PNC Bank

606 South King Street, Leesburg VA 20175
703.779.8554 • www.pnc.com

William McGowan, Branch Manager
703.779.8554 • william.mcgowan@pnc.com

Sandy Spring Bank

1 Catoctin Circle NE, Leesburg VA 20176
703.629.4076 • www.sandyspringbank.com

Mark Kennedy, Commercial Relationship Manager
703.319.9000 ext 4143 • markkennedy@sandyspringbank.com

SONABank

1 East Market Street, Leesburg VA 20176
703.777.2424 • www.sonabank.com

Erik A. Seppala, AVP/Commercial Lender
703.777.2424 • eseppala@sonabank.com

Jossie Arroyo, Regional Manager Banking Officer, Assistant Vice President
703.893.7400 • jarroyo@sonabank.com

Summit Community Bank

204 Catoctin Circle SE, Leesburg VA 20175
703.777.6556 • www.mysummit.com

Debbi Alexander, AVP Branch Manager
703.777.6556 • dalexander@summitfgi.com

SunTrust Bank

1007 Edwards Ferry Road NE, Leesburg VA 20176
703.737.0649 • www.suntrust.com

Rupinder Tiwana, Vice President & Branch Manager
703.737.0649 • rupinder.tiwana@suntrust.com

TD Bank

552 East Market Street, Leesburg VA 20176
703.443.1085 • www.tdbank.com

Mari Seliciano, Assistant Store Manager
703.443.1085 • joann.livecchia@td.com

United Bank

531 East Market Street, Leesburg VA 201765
703.779.3531 • www.bankatunited.com

Sean Biehl, Branch Manager
703.779.3531 • sean.biehl@bankwithunited.com

Wells Fargo

30 Catoctin Circle SE, Leesburg VA 20175
703.777.5353 • www.wellsfargo.com

701 East Market Street, Leesburg VA 20176
703.771.1992 • www.wellsfargo.com

1616 Village Market Boulevard SE, Leesburg VA 20175
703.777.4630 • www.wellsfargo.com

Chamicka Pollock, Vice President/District Manager
703.777.5353 • chamicka.pollock@wellsfargo.com

Business, Professional & Occupational Licenses

Most businesses located in the Town of Leesburg are required to have a Town of Leesburg business, professional & occupational license (BPOL), including home-based businesses. To obtain your business license, visit the Town of Leesburg Finance Department on the first floor of Town Hall, located at 25 West Market Street. If you have any questions, please call the Finance Department at 703-771-2701.

The tax associated with this license is either a percentage of gross receipts or a flat rate. Businesses that are normally subject to the tax rate based on gross receipts, but have less than \$50,000 in gross receipts pay a minimum fee of \$20.00. When you first apply for your business license, you will pay estimated taxes based on the gross receipts that you expect to generate through the end of the calendar year.

2014 BPOL rates on gross receipts are:

Amusements	\$0.25 per \$100 of gross receipts
Building Contractors and Trades	\$0.10 per \$100 of gross receipts
Business Service Occupations	\$0.20 per \$100 of gross receipts
Hotel/Motel/B&B	\$0.23 per \$100 of gross receipts
Massage Therapy	\$0.20 per \$100 of gross receipts
Money Lenders	\$0.16 per \$100 of gross receipts
Personal Service Occupations	\$0.20 per \$100 of gross receipts
Professional, Specialized Businesses	\$0.20 per \$100 of gross receipts
Public Utilities	\$0.50 per \$100 of gross receipts
Repair Service Occupations	\$0.15 per \$100 of gross receipts
Retail Merchants	\$0.10 per \$100 of gross receipts
Vending Machine Merchants	\$0.10 per \$100 of gross receipts
Wholesale Merchants	\$0.075 per \$100 of gross purchases

2014 BPOL flat tax rates are:

Building/Savings & Loan Associations	\$50 annually
Cable Television Companies	\$25 annually
Fortune Tellers	\$500 annually
Peddlers & Itinerant Vendors	\$250 annually
Alcoholic Beverages (beer & wine) (based on type of license)	\$25-\$75 annually
Mixed Beverage Licenses (based on # of seats)	\$200-\$500 annually
Coin Operated Amusement Machines (based on # of machines)	\$100-\$200 annually

Renewals

In late March/early April each year, business license renewal forms are sent to all businesses. When submitting the renewal form, businesses state their gross receipts for the previous year and include the appropriate amount of tax due. Businesses renewing for the first time should contact the Finance Department to determine the additional amount due for the prior year, if any. Business license renewals are due by May 1st of each year.

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2014 Business Taxes

The following is a summary of the taxes to which businesses located within the Town of Leesburg are subject.

♦ **State Income Tax**

Any corporation having income from Virginia sources is required to file and report that income annually. The income tax rate is 6% of computed Virginia taxable income.

♦ **Business, Professional & Occupational License Tax**

Most businesses, including home based businesses, are subject to a gross receipts tax. The tax rate depends upon the type of business, but ranges from 0.10% to 0.25%. A separate fact sheet provides more detailed information.

♦ **Real Property Tax**

Businesses located within the Town of Leesburg pay real property taxes to both Loudoun County and the town. Real property tax rates for 2014 are listed below. Rates are per \$100 of assessed fair market value.

Town of Leesburg	\$0.183
Loudoun County	\$1.155
Total	\$1.338

♦ **Tangible Personal Property Tax**

The tax on tangible personal property (manufacturing equipment and tools, office equipment, computers, etc.) is based on the original total capitalized cost and the age of the property. Property is taxed at 50% of cost the first year and is reduced 10% each year thereafter until a minimum of 10% is reached. 2014 tax rates (per \$100 of valuation) are listed below.

	Nominal Tax Rate
Town of Leesburg	\$1.00
Loudoun County	\$4.20
Total	\$5.20

♦ **Bank Franchise Tax**

Banks located within the Town pay a franchise tax of \$0.80 per \$100 of net capital.

♦ **Consumer Taxes**

Consumer taxes which business located in Leesburg may pay or collect include Sales & Use Tax (6% combined state & local rate), Meals Tax (3.5%), Hotel Tax (6%), Telecommunications Tax (16% on the first \$300 of monthly charges), and Utilities Tax (up to \$48 per month on electrical and natural gas service).

♦ **Inventory Tax**

Manufacturers' inventory is not subject to taxation in Virginia. Neither the Town of Leesburg nor Loudoun County imposes a capital tax on merchants.

Updated: July, 2014

Guidelines for Business Special Events

Business Assistance Provided:

♦ **Ribbon Cutting Ceremonies**

At your request, Economic Development staff will coordinate the attendance of Town officials, issue a media alert, post the event on the Town website, provide ribbon and ceremonial scissors, and take pictures for distribution to the media after the event.

♦ **Media & Promotional Assistance**

Today you have many more options to attract attention to your business than traditional signs and print ads. Let our Economic Development staff help you identify ways to reach your existing and potential customers with news of your special event.

Permit Requirements & Restrictions:

Business Special Events such as grand openings and special sales events related to a specific business that involve activities outside the typical boundaries (physical or functional) of the business require a zoning permit, along with a scaled site plan showing the activity area, temporary structures, displays and signs. A Business Special Event shall be permitted three (3) times per year for a three (3) day period per event. There is a \$50.00 fee. Typically, the permit can be issued at the time of application. The zoning permit for a Business Special Event will cover the following items, as applicable:

♦ **Temporary Signs**

Banners, up to 24 square feet in size, are allowed. Two real estate-style signs, subject to size restrictions, or A-frame signs no larger than 5 square feet each are permitted as well. A separate temporary sign permit is not required if the signs are included as part of the Business Special Event. Temporary signs shall be located on-site, and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists.

♦ **Tents & Moonbounces**

Tents, moon bounces and other similar inflated play structures are permitted only in association with a Business Special Event, regardless of size or how long the items will be installed. The application does require a site plan. Site plans for most commercial buildings in the Town are on file; typically we can make a copy of the site plan at the time of application, determine the item's proposed location, and issue the permit on the spot. In the event that the site plan is not on file, please submit your application at least 10 business days in advance in order to allow staff the time to review the application. Tents that are 400 sq ft and larger require approval of the Loudoun County Fire Marshall.

♦ **Flags, Pennants and Streamers**

These items are subject to the same regulations as signs, and must be located on-site and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists and only in association with a Business Special Event.

♦ **Additional Notes**

Events must be held between 8:00 a.m. and 10:00 p.m.. Additional use restrictions may apply or coordination with other Town Departments may be required. For more information or assistance, please contact either the Economic Development Office at (703) 737-7019 or the Planning & Zoning Department at (703) 771-2765.

Updated: July, 2014

Town of Leesburg Economic Development
25 West Market Street • Leesburg, Virginia 20175
(703) 737-7019 • www.leesburgva.com



Water & Sewer Availability Fees

Water and sewer availability fees purchase capacity with the town's water and sewer system. They are one-time fees by which the town recovers the cost of the infrastructure needed to provide water and sewer service. These fees are paid when a building first receives water & sewer service, so if you are going into an existing or previously occupied space, the only time you will have to pay availability fees is if your business has a higher water use than the previous occupant. In those cases, you will pay only the difference between the availability fees for the previous and new uses. The exception to this requirement is if you are locating your business in the Historic District, in which case you will pay additional availability fees only if your business requires larger water and/or sewer connections than the existing ones.

Availability fees are calculated using average daily usages based on historical usages by various types of businesses. Current commercial categories and estimated daily usages are:

Office	33 gallons per day per 1,000 square feet*
Retail	36 gallons per day per 1,000 square feet*
Industrial/Warehouse	10 gallons per day per 1,000 square feet*
Hotels	90 gallons per day per room*
Hair Salons	80 gallons per day per styling chair*
Restaurants:	
• Full service	10 gallons per seat per meal per day*
• Limited service/fast food	8 gallons per seat per meal per day*
• Deli/Carry-out	36 gallons per day per 1,000 square feet*
• Coffee shops	890 gallons per day per 1,000 square feet*

*The minimum availability fee is \$11,975.

FY 2015 water & sewer availability fees are:

\$13.33 per gallon per day for water service
\$20.20 per gallon per day for sewer service
\$33.53 total per gallon per day

For more information, contact the Town of Leesburg Department of Utilities at (703) 771-2762.

Updated: July, 2014



Have some news to share?

*Let us help you celebrate
your success!*

You pick the date & the time.

We will:

- ♦ Post the event on the town website, Facebook and Twitter
- ♦ Notify the local media
- ♦ Invite town elected & appointed officials
- ♦ Provide the ribbon & ceremonial scissors
- ♦ Take pictures
- ♦ Help you celebrate!

For more information, contact:

Doug Parsons ♦ 703-771-6530 ♦ dparsons@leesburgva.gov
Marantha Edwards ♦ 703-737-7019 ♦ medwards@leesburgva.gov

MONEY

WHY AUTO STOCKS ARE SMOKING P. 48

SEPTEMBER 2013 | CNNMONEY.COM

10 HOTTEST
BIG-CITY
NEIGHBORHOODS

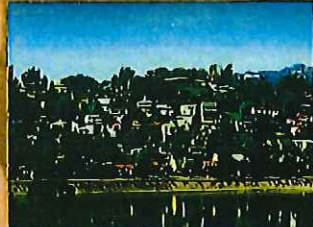
P. 69



NEW YORK CITY: PARK SLOPE



CHICAGO: LAKEVIEW



LOS ANGELES: SILVER LAKE

PLUS

5 YEARS AFTER:
LESSONS OF THE
FINANCIAL CRISIS P. 88

THE NEW WAY
TO SAVE FOR
RETIREMENT P. 81

America's Best Places to Live

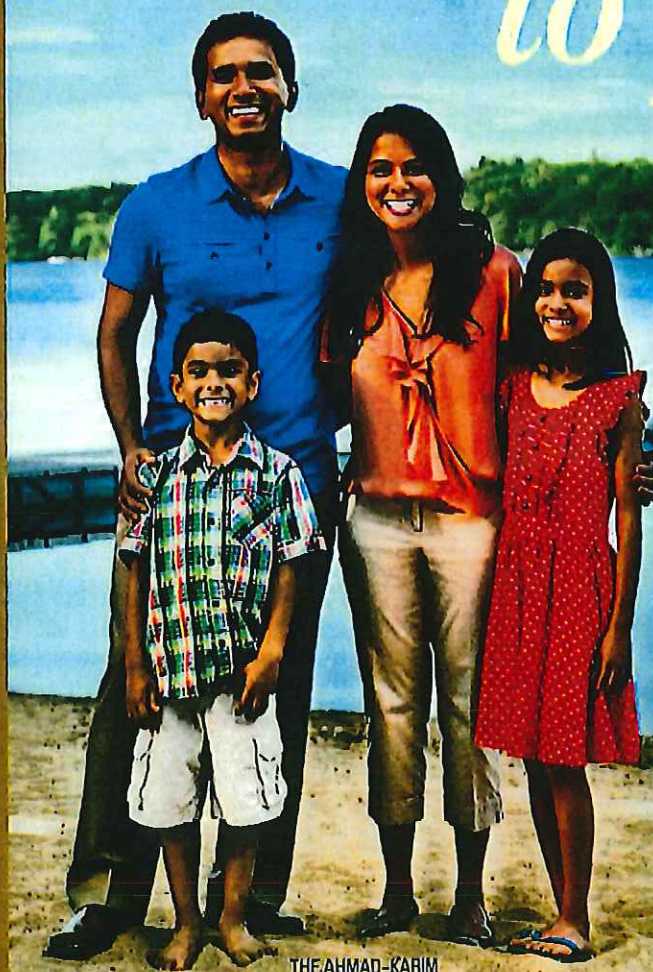
STARTS ON P. 68

**TOP 50
SMALL
TOWNS**

No. 1 | SHARON, MASS.

TAKE THE PAIN
OUT OF MOVING
P. 78

GREAT TOWN,
BAD HOUSE?
TRY THESE
SMART FIXES
P. 72



THE AHMAD-KARIM
FAMILY IN NO. 1, SHARON

\$4.99US \$5.99CAN



0 70989 10095 4

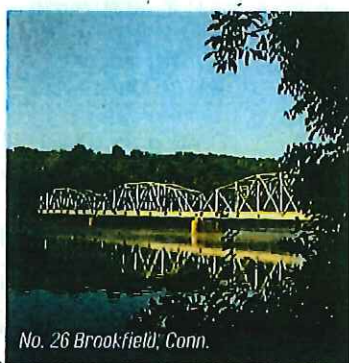


50 AMERICA'S BEST SMALL TOWNS

These places score high on many of the qualities that families look for in a hometown. The icons show where each town stands out.

KEY TO ICONS

Health Economy Employment Education Home affordability



No. 26 Brookfield, Conn.

- 1 SHARON, MASS. pop. 17,844
- 2 LOUISVILLE, COLO. 18,924
- 3 VIENNA, VA. 18,285
- 4 CHANHASSEN, MINN. 23,685
- 5 SHERWOOD, ORE. 18,738
- 6 BERKELEY HEIGHTS, N.J. 13,345
- 7 MASON, OHIO 31,761
- 8 PAPILLION, NEB. 18,837
- 9 APEX, N.C. 40,205
- 10 WEST GOSHEN TOWNSHIP, PA. 22,421
- 11 WESTFORD, MASS. 22,407
- 12 PARKER, COLO. 47,790
- 13 MONTVILLE, N.J. 21,715
- 14 FARMINGTON, UTAH 19,135
- 15 SHREWSBURY, MASS. 38,048
- 16 HILLSBOROUGH, N.J. 38,828
- 17 APPLE VALLEY, MINN. 49,863
- 18 WESTFIELD, IND. 31,857
- 19 NEWCASTLE, WASH. 10,723
- 20 THE COLONY, TEXAS 39,055
- 21 SAVAGE, MINN. 27,711
- 22 WAUKEE, IOWA 14,945
- 23 MERRIMACK, N.H. 25,686

- 24 FIRESTONE, COLO. 10,629
- 25 DRAPER, UTAH 43,974
- 26 BROOKFIELD, CONN. 16,788
- 27 FARMINGTON, MICH. 10,378
- 28 MENOMONEE FALLS, WIS. 35,974
- 29 LINDEN, UTAH 10,846
- 30 WINDHAM, N.H. 13,599
- 31 LA PALMA, CALIF. 15,878
- 32 COPPELL, TEXAS 39,787
- 33 SUWANEE, GA. 16,002
- 34 HORSHAM, PA. 15,094
- 35 LEESBURG, VA. 46,140
- 36 MILL CREEK, WASH. 18,834
- 37 ANKENY, IOWA 46,973
- 38 TWINSBURG, OHIO 18,636
- 39 CHESHIRE, CONN. 28,433
- 40 BALLWIN, MO. 30,523
- 41 MONTGOMERY VILLAGE, MD. 33,052
- 42 SOLON, OHIO 23,012
- 43 EVANS, GA. 30,874
- 44 PFLUGERVILLE, TEXAS 49,481
- 45 SPRING HILL, TENN. 30,568
- 46 BUFFALO GROVE, ILL. 41,761
- 47 PELHAM, ALA. 22,297
- 48 PEACHTREE CITY, GA. 34,889
- 49 WALNUT, CALIF. 29,484
- 50 SIMSBURY, CONN. 34,889



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No. 12 H2O Town Pool in Parker, Colo.

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TOP 50: Get all data on housing, jobs, income, schools, crime, and much more for the top towns. Plus...

VIDEO: Meet residents, see people's homes, and learn about what there is to do around town.

FAN FAVORITES: Which town do you think should capture top honors?

PHOTO GALLERIES: See the top-earning towns, the best places for affordable homes, hotspots for job growth, and more.



FACEBOOK "Like" MONEY on Facebook to tell us what you think of this list. facebook.com/moneymagazine



TWITTER Follow us on Twitter to see news stories about our best places. twitter.com/money



INSTAGRAM See photos of our best places and readers' nominations. instagram.com/mybestplaces

Notes: Jobs based on income growth, county unemployment (not seasonally adjusted), and projected job growth. Economy based on purchasing power, foreclosure rate, tax burden, and state's fiscal strength. Housing affordability based on median price-to-income ratio and average property taxes. Education based on test scores, educational interests and attainment, and percentage of kids in public schools. Health based on number of doctors and hospitals in the area and health of residents. Crime based on property and violent crime rates. Art and leisure based on activities in the town and surrounding area, including movie theaters, museums, green spaces, and sports venues. Sources: OnBoard Informatics, Bureau of Labor Statistics, Moody's, Standard & Poor's, RealtyTrac, National Conference of State Legislatures, Center on Budget and Policy Priorities, National Cancer Institute, U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, Gallup, Office on Women's Health

Inc.

THE
32ND
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The Magazine for Growing Companies

500


THE FASTEST GROWING (BEST RUN, MOST INNOVATIVE, AND MOST INSPIRING) PRIVATE COMPANIES IN AMERICA

\$5.99 U.S./CANADA

SEPTEMBER 2013



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A full-page photograph of Kevin Knight, a Black man with a shaved head, wearing a dark suit, white shirt, and a red and blue striped tie. He is standing with his arms crossed in a cemetery, with numerous white headstones visible in the background and lush green trees behind him. The lighting is natural, suggesting daytime.

🕒 **Brother's Keeper**
Kevin Knight, at Winchester
National Cemetery in
Virginia—one of the military
burial sites that Knight
Solutions keeps shipshape

NO. 296

Kevin Knight • Knight Solutions • Three-year growth 1,472.2% • 2012 REVENUE \$16.3 MILLION

GIVING VETS—BOTH LIVING AND FALLEN—THE RESPECT THEY DESERVE

Kevin Knight imagined a future in the U.S. Army. But when he injured both eyes in a training accident, he chased a different dream—his own business, Knight Solutions—and wound up serving his nation in a different way.

I REMEMBER sitting in a chair in the doctor's office crying. He told me I was blind in my right eye and that I would be of no use to the Army. It was devastating.

Eventually, I graduated from Norfolk State University and then the University of Cincinnati, where I received my master's. I then worked for a number of big companies, like General Motors, that taught me what I needed to know to launch my own business.

I came to see the poor conditions of our military cemeteries when I went to the funeral of my brother-in-law, who was a Vietnam vet. It became my calling to turn those resting places around so that families can have a pleasant

experience visiting their loved ones.

I started making connections through the Department of Veterans Affairs. I explained that I wanted to take veterans who have seen action and hire them, give them a place where they would be able to say, "I did not leave my brother behind; I am taking care of him now." I launched Knight Solutions with the help of a mentor who enlightened me on the programs available to service-disabled-veteran-owned businesses.

When it comes to military cemeteries, all people think about is Arlington National. But there are more than 100 national cemeteries, some of which aren't kept to the standard they should be.

We're based in Leesburg, Virginia, but we provide cemetery restoration, construction, and grounds maintenance nationwide. Each job lasts about 12 to

18 months. We raise and realign each headstone and replace the sod. There is a standard for working on national cemeteries called the shrine standards, which requires that every headstone stand up straight, like a soldier. Anytime we start a new job, I remind our employees that there is zero tolerance for delivering anything less than that.

When we get a new contract, I call the VA hospital near the cemetery and talk to the veterans' rep to let them know I will be hiring a pool of veterans for the job. We set up a trailer as a base to get started and then move on to the next one. It's like having a mobile command center.

I get veterans who tell me their lives have been forever changed. Not only do they have stable employment with benefits, but they also have a sense of purpose in taking care of the resting place for their fallen brothers and sisters. **1**

"I did not leave my brother behind; I am taking care of him now."



SCAN THE PAGE TO TOUR A CEMETERY WITH KNIGHT. (Instructions, page 12)

As told to DARREN DAHL • Photograph by MELISSA GOLDEN

INC. 500 / LEAD



Among the “Best Places to Live & Launch”

- Forbes Small Business

A Great Place for Wine Lovers to Retire

- Money Magazine

One of America’s Best Places to Live

- CNN Money

#1 in Virginia for Job Seekers

- NerdWallet